



SUCCESS STORY

PHILADELPHIA DISTRICT OFFICE

U. S. SMALL BUSINESS ADMINISTRATION

Contact: Joseph McDevitt (215)580-2706

Internet Address: www.sba.gov/pa/phil

Montgomery County Firm Scores “Hole In One”

Thomas J. Hunter President of Pocono Turf Supply Company Inc. (PTSC), located in Horsham, PA, has grown his love of golf and the outdoors into a successful small business which has quadrupled sales in the four years since taking over the business. PTSC supplies specialty chemicals and golf hardware to public and private golf courses in Pennsylvania, New Jersey and Delaware..

Tom had been employed by PTSC as salesman and office manager for twelve years prior to the purchase of PTSC. In January of 2000, he was offered an opportunity to purchase 100% ownership in the business. With the help of a \$150,000 SBA backed loan from Univest Bank, Tom was able to fulfill his life-long dream of owning his own business.

Sales have grown steadily from \$1.4 million in 2000 to \$6.1 million at the end of the current fiscal year. The company has been consistently profitable. With growth come jobs. When he took over the company the employees totaled 1 full-time person and 2 part-time people. Since that time, he has added two more full time employees and four part-time employees. In addition to his staff, he has two additional full time sales people to handle the workload.

For part of his career Tom worked as an assistant golf course superintendent, where his duties included monitoring the golf course for fungus, insect and weed problems on greens. He was also responsible for measuring and applying pesticides to the turf grass. This working knowledge of golf course maintenance has allowed him a true insight into the business and has helped him set and adhere to enviable customer service standards for his company.

PTSC fits into the market as a small supplier with the ability to service accounts like no other in the market. The chemicals are not unique, but the company's ability to deliver them and Tom's product knowledge are two important strengths. Tom consistently looks for ways to provide a unique service to his customers. Each year he offers seminars bringing experts to present timely topics for golf course professionals. His customers are eager to attend because they earn credits necessary to maintain their certifications required in the industry.

“Tom is a true professional in all of his business dealings” said Pat Kratz from Univest Bank. “His hard work and dedication have created this wonderfully successful company that we can all be proud of”.]

“I am pleased that SBA played a role in this American success story, said Tom Tolan SBA Philadelphia District Director. Tom's hard work and attention to customer needs is indicative of the growth achieved by PTSC”.